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POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		MAY 1987	MAY 1986	JUL-MAY 1986/87	JUL-MAY 1985/86
AL	Alabama	2,540	4,089	56,866	69,690
AK	Alaska	542	0	2,258	61
AZ	Arizona	74	143	1,475	528
AR	Arkansas	5,499	4,115	51,508	51,510
CA	California	7,110	5,610	62,726	46,895
CO	Colorado	828	691	7,978	6,505
CT	Connecticut	790	481	4,025	4,953
DE	Delaware	2,269	2,133	22,407	20,981
FL	Florida	10,001	15,507	135,905	145,445
GA	Georgia	7,726	6,851	109,895	132,736
HI	Hawaii	83	1,868	10,976	10,558
ID	Idaho	1,532	3,632	25,866	26,205
IL	Illinois	37,447	44,934	664,195	747,149
IN	Indiana	39,209	41,833	361,122	426,339
IA	Iowa	19,196	34,941	425,113	476,659
KS	Kansas	4,144	7,076	30,886	32,811
KY	Kentucky	8,927	14,777	101,835	127,518
LA	Louisiana	4,583	3,634	100,524	50,438
ME	Maine	1,476	758	7,086	8,236
MD	Maryland	1,825	2,763	28,163	32,078
MA	Massachusetts	605	1,896	3,756	5,515
MI	Michigan	44,634	45,430	192,057	217,426
MN	Minnesota	23,229	60,127	314,457	327,846
MS	Mississippi	81	1,076	18,479	28,739
MO	Missouri	21,007	19,633	260,864	230,886
MT	Montana	645	859	11,047	11,304
NE	Nebraska	3,058	6,002	27,848	34,958
NV	Nevada	0	0	42	373
NH	New Hampshire	120	79	707	480
NJ	New Jersey	999	1,022	6,868	7,198
NM	New Mexico	3,921	550	9,653	10,924
NY	New York	18,878	12,617	69,895	66,915
NC	North Carolina	3,879	4,314	83,490	98,071
ND	North Dakota	3,874	7,258	25,267	23,739
OH	Ohio	21,713	42,542	435,397	440,671
OK	Oklahoma	3,325	3,376	20,060	19,163
OR	Oregon	2,117	3,058	27,962	24,714
PA	Pennsylvania	8,252	7,109	59,762	60,986
RI	Rhode Island	344	134	1,538	1,634
SC	South Carolina	1,872	1,249	62,882	108,080
SD	South Dakota	2,714	3,280	13,439	12,926
TN	Tennessee	13,567	15,512	110,290	138,847
TX	Texas	16,243	16,731	125,908	131,410
UT	Utah	256	129	4,511	12,642
VT	Vermont	830	720	2,669	3,630
VA	Virginia	9,682	15,540	91,433	132,840
WA	Washington	2,859	3,901	40,417	38,940
WV	West Virginia	500	266	3,248	3,235
WI	Wisconsin	31,422	52,569	274,030	284,507
WY	Wyoming	163	156	1,578	1,794
	TOTAL U.S.:	396,590	522,971	4,510,363	4,897,688
CANADA					
AB	Alberta	11,695	10,791	28,261	29,986
BC	Brit. Columbia	1,142	617	7,495	6,993
MB	Manitoba	5,522	5,487	22,058	19,972
NB	New Brunswick	4,194	4,197	13,941	10,368
NF	Newfoundland	0	0	0	573
NS	Nova Scotia	2,081	962	6,275	5,763
ON	Ontario	11,933	11,698	195,499	233,606
PE	Pr.Edward Isle	5,849	4,151	12,092	10,491
PQ	Quebec	14,095	14,797	109,861	135,907
SK	Saskatchewan	3,928	6,104	28,670	12,970
	TOTAL CAN:	60,439	58,804	424,152	466,629
EXPORT SALES:		335,828	357,745	3,380,032	2,509,319
TOTAL AGRICULTURAL		792,857	939,520	8,314,547	7,873,636
NON-AG	U.S.	27,184	36,045	340,678	340,712
	Canada	1,627	1,833	15,733	23,086
	Exports	10,968	8,068	75,133	84,954
TOTAL NON-AGRICULTURAL		39,779	45,946	431,544	448,752
GRAND TOTAL		**832,636**	**985,466**	**8,746,091**	**8,322,388**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

MAY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	243	32	1,803	324	138	2,540
AK Alaska	0	122	420	0	0	542
AZ Arizona	47	0	16	0	11	74
AR Arkansas	32	32	4,513	872	50	5,499
CA California	2,702	1,500	1,578	250	1,080	7,110
CO Colorado	229	0	482	64	53	828
CT Connecticut	0	243	486	0	61	790
DE Delaware	0	0	2,229	15	25	2,269
FL Florida	1,980	1,297	3,071	436	3,217	10,001
GA Georgia	1,601	0	4,157	1,049	919	7,726
HI Hawaii	0	0	0	0	83	83
ID Idaho	220	659	653	0	0	1,532
IL Illinois	1,916	26,791	3,136	5,425	179	37,447
IN Indiana	655	33,753	1,121	3,479	201	39,209
IA Iowa	151	9,385	4,826	4,817	17	19,196
KS Kansas	197	461	2,990	382	114	4,144
KY Kentucky	0	6,659	1,503	101	664	8,927
LA Louisiana	357	16	3,283	917	10	4,583
ME Maine	0	0	1,392	62	22	1,476
MD Maryland	0	0	1,310	444	71	1,825
MA Massachusetts	0	0	329	188	88	605
MI Michigan	673	28,862	14,169	757	173	44,634
MN Minnesota	1	7,434	15,066	304	424	23,229
MS Mississippi	0	0	60	0	21	81
MO Missouri	2,208	1,883	13,403	3,441	72	21,007
MT Montana	0	0	584	61	0	645
NE Nebraska	191	725	801	990	351	3,058
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	120	0	0	120
NJ New Jersey	0	242	442	252	63	999
NM New Mexico	0	0	3,237	477	207	3,921
NY New York	0	654	17,014	997	213	18,878
NC North Carolina	105	121	2,532	520	601	3,879
ND North Dakota	0	884	2,990	0	0	3,874
OH Ohio	5,302	209	14,543	1,526	133	21,713
OK Oklahoma	120	244	2,861	49	51	3,325
OR Oregon	223	608	1,359	(231)	158	2,117
PA Pennsylvania	424	184	6,505	978	161	8,252
RI Rhode Island	0	0	322	0	22	344
SC South Carolina	0	61	1,544	187	80	1,872
SD South Dakota	0	1,557	895	262	0	2,714
TN Tennessee	0	2,727	9,723	1,045	72	13,567
TX Texas	2,398	3,798	8,323	1,312	412	16,243
UT Utah	256	0	0	0	0	256
VT Vermont	0	0	573	125	132	830
VA Virginia	181	303	7,710	1,281	207	9,682
WA Washington	15	482	1,904	282	176	2,859
WV West Virginia	0	445	55	0	0	500
WI Wisconsin	816	18,651	10,395	1,199	361	31,422
WY Wyoming	30	0	110	0	23	163
TOTAL U.S.:	23,273	151,024	176,538	34,639	11,116	396,590
CANADA						
AB Alberta	0	22	11,182	491	0	11,695
BC Brit. Columbia	0	0	1,137	0	5	1,142
MB Manitoba	0	970	4,026	526	0	5,522
NB New Brunswick	0	1,901	2,251	0	42	4,194
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	2,081	0	0	2,081
ON Ontario	14	5,550	5,070	960	339	11,933
PE Pr.Edward Isle	0	0	5,836	0	13	5,849
PQ Quebec	0	1,282	11,587	17	1,209	14,095
SK Saskatchewan	0	15	3,880	33	0	3,928
TOTAL CAN:	14	9,740	47,050	2,027	1,608	60,439
*EXPORT SALES:	193,945	23,025	93,583	23,038	2,237	335,828
TOTAL AG SALES	217,232	183,789	317,171	59,704	14,961	792,857
NON-AG U.S.	22,856	-	-	4,123	205	27,184
Canada	1,589	-	-	26	12	1,627
*Exports	555	-	-	10,361	52	10,968
TOTAL NON-AG SALES	25,000	-	-	14,510	269	39,779
GRAND TOTAL	**242,232**	**183,789**	**317,171**	**74,214**	**15,230**	**832,636**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

MAY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	2,521	4,619	6,096	0	0	13,236
Brazil	11,174	5,735	42,401	0	243	59,553
Chile	6,993	0	0	0	0	6,993
China	76,077	0	0	0	0	76,077
Columbia	0	11,004	0	0	0	11,004
Costa Rica	0	0	1,918	0	433	2,351
Denmark	8,347	0	0	0	0	8,347
Dom. Republic	0	0	3,472	0	27	3,499
Ecuador	3,722	0	0	0	0	3,722
Guatemala	0	0	0	0	663	663
Holland	0	0	6,758	0	0	6,758
Honduras	0	0	1,318	0	0	1,318
India	0	0	0	4,148	0	4,148
Indonesia	6,716	0	0	0	0	6,716
Jamaica	0	0	2,239	0	0	2,239
Japan	3,500	1,667	49	18,890	603	24,709
Korea	17,294	0	0	0	0	17,294
Malaysia	22,462	0	0	0	0	22,462
Mexico	162	0	14,645	0	50	14,857
Panama	0	0	0	0	(2)	(2)
Puerto Rico	0	0	0	0	220	220
South Africa	3,190	0	5,197	0	0	8,387
Switzerland	19,945	0	9,490	0	0	29,435
Thailand	11,842	0	0	0	0	11,842
TOTAL AG:	193,945	23,025	93,583	23,038	2,237	335,828
NON-AGRICULTURAL						
Argentina	21	-	-	0	0	21
Japan	112	-	-	10,361	0	10,473
Korea	126	-	-	0	0	126
Mexico	271	-	-	0	52	323
United Kingdom	25	-	-	0	0	25
TOTAL NON-AG:	555	-	-	10,361	52	10,968
TOTAL EXPORTS:	**194,500**	**23,025**	**93,583**	**33,399**	**2,289**	**346,796**

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)
MAY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	243	0	1,803	324	2,370
AK Alaska	0	122	420	0	542
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	3,018	872	3,890
CA California	0	0	0	250	250
CO Colorado	21	0	0	0	21
CT Connecticut	0	243	486	0	729
DE Delaware	0	0	2,229	15	2,244
FL Florida	1,929	1,297	3,071	436	6,733
GA Georgia	1,348	0	4,157	1,049	6,554
HI Hawaii	0	0	0	0	0
ID Idaho	0	177	360	0	537
IL Illinois	1,900	26,775	1,590	5,425	35,690
IN Indiana	655	33,753	1,121	3,479	39,008
IA Iowa	137	9,354	4,763	4,817	19,071
KS Kansas	0	117	581	247	945
KY Kentucky	0	6,659	1,503	101	8,263
LA Louisiana	0	0	832	336	1,168
ME Maine	0	0	1,392	62	1,454
MD Maryland	0	0	1,310	444	1,754
MA Massachusetts	0	0	329	188	517
MI Michigan	673	28,862	14,169	757	44,461
MN Minnesota	0	7,434	14,972	304	22,710
MS Mississippi	0	0	60	0	60
MO Missouri	305	1,501	10,155	3,377	15,338
MT Montana	0	0	569	61	630
NE Nebraska	60	692	390	990	2,132
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	120	0	120
NJ New Jersey	0	242	442	252	936
NM New Mexico	0	0	0	0	0
NY New York	0	654	17,014	997	18,665
NC North Carolina	44	121	2,532	520	3,217
ND North Dakota	0	884	2,990	0	3,874
OH Ohio	5,010	209	14,543	1,526	21,288
OK Oklahoma	0	29	276	0	305
OR Oregon	0	434	795	(231)	998
PA Pennsylvania	424	184	5,611	978	7,197
RI Rhode Island	0	0	322	0	322
SC South Carolina	0	61	1,544	187	1,792
SD South Dakota	0	1,557	879	262	2,698
TN Tennessee	0	2,727	9,692	1,045	13,464
TX Texas	0	0	31	63	94
UT Utah	0	0	0	0	0
VT Vermont	0	0	573	125	698
VA Virginia	181	303	7,710	1,281	9,475
WA Washington	0	482	1,428	282	2,192
WV West Virginia	0	445	55	0	500
WI Wisconsin	795	18,651	10,116	1,199	30,761
WY Wyoming	0	0	94	0	94
TOTAL U.S.:	13,725	143,969	146,047	32,020	335,761
CANADA					
AB Alberta	0	22	11,182	491	11,695
BC Brit. Columbia	0	0	1,137	0	1,137
MB Manitoba	0	970	4,026	526	5,522
NB New Brunswick	0	1,901	2,251	0	4,152
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	2,081	0	2,081
ON Ontario	14	5,550	5,070	960	11,594
PE Pr.Edward Isle	0	0	5,836	0	5,836
PQ Quebec	0	1,282	7,422	17	8,721
SK Saskatchewan	0	15	3,880	33	3,928
TOTAL CAN:	14	9,740	42,885	2,027	54,666
*EXPORT SALES:	176,261	20,363	60,755	23,038	280,417
TOTAL AG SALES	190,000	174,072	249,687	57,085	670,844
NON-AG U.S.	14,457	-	-	3,531	17,988
Canada	1,589	-	-	26	1,615
*Exports	263	-	-	10,361	10,624
TOTAL NON-AG SALES	16,309	-	-	13,918	30,227
GRAND TOTAL	**206,309**	**174,072**	**249,687**	**71,003**	**701,071**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MAY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	2,521	4,619	6,096	0	13,236
Brazil	4,367	3,073	30,926	0	38,366
China	76,077	0	0	0	76,077
Columbia	0	11,004	0	0	11,004
Denmark	8,347	0	0	0	8,347
Holland	0	0	6,758	0	6,758
India	0	0	0	4,148	4,148
Indonesia	6,716	0	0	0	6,716
Jamaica	0	0	2,239	0	2,239
Japan	3,500	1,667	49	18,890	24,106
Korea	17,294	0	0	0	17,294
Malaysia	22,462	0	0	0	22,462
South Africa	3,190	0	5,197	0	8,387
Switzerland	19,945	0	9,490	0	29,435
Thailand	11,842	0	0	0	11,842
TOTAL AG:	176,261	20,363	60,755	23,038	280,417
NON-AGRICULTURAL					
Japan	112	-	-	10,361	10,473
Korea	126	-	-	0	126
United Kingdom	25	-	-	0	25
TOTAL NON-AG:	263	-	-	10,361	10,624
TOTAL EXPORTS:	**176,524**	**20,363**	**60,755**	**33,399**	**291,041**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

MAY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	32	0	0	138	170
AK Alaska	0	0	0	0	0	0
AZ Arizona	47	0	16	0	11	74
AR Arkansas	32	32	1,495	0	50	1,609
CA California	2,702	1,500	1,578	0	1,080	6,860
CO Colorado	208	0	482	64	53	807
CT Connecticut	0	0	0	0	61	61
DE Delaware	0	0	0	0	25	25
FL Florida	51	0	0	0	3,217	3,268
GA Georgia	253	0	0	0	919	1,172
HI Hawaii	0	0	0	0	83	83
ID Idaho	220	482	293	0	0	995
IL Illinois	16	16	1,546	0	179	1,757
IN Indiana	0	0	0	0	201	201
IA Iowa	14	31	63	0	17	125
KS Kansas	197	344	2,409	135	114	3,199
KY Kentucky	0	0	0	0	664	664
LA Louisiana	357	16	2,451	581	10	3,415
ME Maine	0	0	0	0	22	22
MD Maryland	0	0	0	0	71	71
MA Massachusetts	0	0	0	0	88	88
MI Michigan	0	0	0	0	173	173
MN Minnesota	1	0	94	0	424	519
MS Mississippi	0	0	0	0	21	21
MO Missouri	1,903	382	3,248	64	72	5,669
MT Montana	0	0	15	0	0	15
NE Nebraska	131	33	411	0	351	926
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	63	63
NM New Mexico	0	0	3,237	477	207	3,921
NY New York	0	0	0	0	213	213
NC North Carolina	61	0	0	0	601	662
ND North Dakota	0	0	0	0	0	0
OH Ohio	292	0	0	0	133	425
OK Oklahoma	120	215	2,585	49	51	3,020
OR Oregon	223	174	564	0	158	1,119
PA Pennsylvania	0	0	894	0	161	1,055
RI Rhode Island	0	0	0	0	22	22
SC South Carolina	0	0	0	0	80	80
SD South Dakota	0	0	16	0	0	16
TN Tennessee	0	0	31	0	72	103
TX Texas	2,398	3,798	8,292	1,249	412	16,149
UT Utah	256	0	0	0	0	256
VT Vermont	0	0	0	0	132	132
VA Virginia	0	0	0	0	207	207
WA Washington	15	0	476	0	176	667
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	21	0	279	0	361	661
WY Wyoming	30	0	16	0	23	69
TOTAL U.S.:	9,548	7,055	30,491	2,619	11,116	60,829
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	5	5
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	42	42
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	339	339
PE Pr.Edward Isle	0	0	0	0	13	13
PQ Quebec	0	0	4,165	0	1,209	5,374
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	4,165	0	1,608	5,773
*EXPORT SALES:	17,684	2,662	32,828	0	2,237	55,411
TOTAL AG SALES	27,232	9,717	67,484	2,619	14,961	122,013
NON-AG U.S.	8,399	-	-	592	205	9,196
Canada	0	-	-	0	12	12
*Exports	292	-	-	0	52	344
TOTAL NON-AG SALES	8,691	-	-	592	269	9,552
GRAND TOTAL	**35,923**	**9,717**	**67,484**	**3,211**	**15,230**	**131,565**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

MAY 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	6,807	2,662	11,475	0	243	21,187
Chile	6,993	0	0	0	0	6,993
Costa Rica	0	0	1,918	0	433	2,351
Dom. Republic	0	0	3,472	0	27	3,499
Ecuador	3,722	0	0	0	0	3,722
Guatemala	0	0	0	0	663	663
Honduras	0	0	1,318	0	0	1,318
Japan	0	0	0	0	603	603
Mexico	162	0	14,645	0	50	14,857
Panama	0	0	0	0	(2)	(2)
Puerto Rico	0	0	0	0	220	220
TOTAL AG:	17,684	2,662	32,828	0	2,237	55,411
NON-AGRICULTURAL						
Argentina	21	-	-	0	0	21
Mexico	271	-	-	0	52	323
TOTAL NON-AG:	292	-	-	0	52	344
TOTAL EXPORTS:	**17,976**	**2,662**	**32,828**	**0**	**2,289**	**55,755**